

Message Text

SECRET

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70

ACTION EB-11

INFO OCT-01 EUR-25 NEA-14 ISO-00 SP-03 AID-20 NSC-07

RSC-01 CIEP-03 TRSE-00 SS-20 STR-08 OMB-01 CEA-02

CIAE-00 COME-00 FRB-03 INR-11 NSAE-00 XMB-07 OPIC-12

LAB-06 SIL-01 AGR-20 SWF-02 DRC-01 /179 W

----- 105028

R 111521Z SEP 74

FM AMEMBASSY COPENHAGEN

TO SECSTATE WASHDC 9645

INFO AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY OSLO

AMCONSUL ZURICH

AMEMBASSY RABAT

AMEMBASSY TEHRAN

AMEMBASSY AMMAN

USMISSION EC BRUSSELS

USMISSION OECD PARIS

S E C R E T COPENHAGEN 2527

DEPT PASS BAGDAD

E.O. 11652: XGS-2

TAGS: EAGR

SUBJECT: WORLD FERTILIZER SITUATION (C-ER-4-58345)

REF: A. STATE 190338. B. COPENHAGEN 2159

1. INFORMATION CITED REFTEL THAT WEST EUROPEAN
AND ARAB FERTILIZER PRODUCERS WERE TO MEET IN
COPENHAGEN SEPTEMBER 3-4 TO DISCUSS JOINT MAR-
KETING AND PRICING STRATEGIES DURING 1974-75
HAS NOT RPT NOT SO FAR BEEN CONFIRMED BY ANY
SOURCE AVAILABLE TO EMBASSY. HOWEVER, WE LEARNED
THAT AT LEAST SAUDIS WERE HERE FOR DISCUSSIONS

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ON FERTILIZER PLANTS AND NOTED WITH INTEREST

(ALTHOUGH NOT NECESSARILY REACHING ANY CONCLUSIONS) THAT THREE TOP FERTILIZER MANAGERS FROM THREE FIRMS WERE "OUT OF TOWN" FOR ALL OF WEEK ENDING SEPTEMBER 6. AS OF COB SEPTEMBER 10, THEY WERE STILL NOT BACK, ALTHOUGH ONE HAD RETURNED BRIEFLY TO HIS OFFICE ON MONDAY MORNING (SEPT. 9). ALSO, WHILE GENERAL PRESS HAS HAD NO COVERAGE OF ANYTHING REMOTELY SUGGESTING SUCH MEETING, FARM PRESS HAD REPORTED SEVERAL WEEKS AGO A STATEMENT BY A DIRECTOR OF THE LARGEST DANISH AGRICULTURAL SUPPLIERS COOPERATIVE (DLG) THAT DANISH IMPORTERS WOULD HOLD A MEETING WITH "NONTRADITIONAL" LIQUID AMMONIA SUPPLIERS SUCH AS KUWAIT AND IRAN IN SEPTEMBER. THE FOLLOWING DETAILS AVAILABLE INFORMATION TO DATE.

2. PERHAPS MOST DIRECTLY RELATED TO REFTEL QUERY IS INFORMATION RECEIVED FROM DANISH AMBASSADOR TO SAUDI ARABIA, TROELS MUNK, THROUGH FONOFF. MUNK SAID THAT PETROMIN OFFICIAL FROM FERTILIZER SECTION CAME TO COPENHAGEN ON PRIVATE VISIT, HAVING BEEN INVITED BY NORSK HYDRO (NORWEGIAN FIRM) FOR JOINT TALKS WITH HALDOR TOPSOE, WHO OPERATES A DANISH ENGINEERING AND CONSULTING FIRM SPECIALIZING IN CHEMICAL PLANT DESIGNING. (TOPSOE'S FIRM IS CALLED HALDOR TOPSOE A/S. DURING A SEVERE FINANCIAL CRISIS IN 1972, TOPSOE SOLD HALF INTEREST IN THE FIRM TO THE ITALIAN FIRM OF SNAM PROGRESSO S.P.A.) ACCORDING TO MUNK, PURPOSE OF THE MEETING WAS TO DISCUSS TECHNICAL ASPECTS OF FERTILIZER PRODUCTION, TRANSFER OF KNOW-HOW AND POSSIBILITIES OF COOPERATION IN BUILDING OF NEW FERTILIZER PLANTS IN SAUDI ARABIA. ACCORDING TO OUR FONOFF SOURCE, MUNK KNEW NOTHING OF THE PRESENCE OF OTHER FERTILIZER PRODUCERS IN COPENHAGEN FOR THIS OR OTHER MEETINGS. MUNK ALSO DID NOT KNOW THE OUTCOME OF THE DISCUSSIONS WITH TOPSOE. WE ARE ATTEMPTING TO CHECK THIS FURTHER.

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3. SOURCES IN THE DANISH AGRICULTURAL COUNCIL HAVE HEARD THAT DLG (THE COOPERATIVE CITED ABOVE) IS PLANNING A JOINT VENTURE IN IRAN FOR PRODUCTION OF LIQUID AMMONIA. THE CONTACT FOR THE DEAL WAS ESTABLISHED DURING A RECENT VISIT BY IRANIAN OFFICIALS. (NOTE: SEE REF B FOR DISCUSSION OF DANISH AND IRANIAN INTEREST IN PROMOTING JOINT VENTURES BETWEEN THE TWO COUNTRIES).

4. EMBASSY WILL REPORT ANY FURTHER INFORMATION
IT MAY DEVELOP ON THIS SUBJECT. WE WOULD AP-
PRECiate COMMENTS FROM INFO POSTS, PARTICULARLY
OSLO AND JIDDA REGARDING REPORTED SAUDI/NORSK
HYDRO/TOPSOE TIEUP AND TEHRAN REGARDING JOINT
VENTURE OPERATIONS ALLEGEDLY BEING PLANNED FOR
THAT COUNTRY.
CROWE

NOTE BY OC/T: NOT PASSED USINT BAGHDAD.

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NNN

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